



**2<sup>nd</sup> Annual DC to Africa Business Symposium: Growing Local Going Global**  
**Monday, November 25, 2013 – 9am – 4:30 pm | 441 4<sup>th</sup> St. NW | Washington DC**

## PROGRAM

### Goals:

- Connecting District entrepreneurs and businesses to resources and opportunities for growing and expanding business domestically.
- Encouraging District businesses to venture into trade and investment in Africa through federal, local and nonprofit programs and resources facilitating US-Africa trade.

### 9:00-10:00AM Networking Breakfast

*Resource Tables:* DC Department of Small Local Business Development (DSLBD) | DC Office of Contracting & Procurement (OCP) | DC Alcohol Beverage Regulatory Agency (ABRA) | DC Department of Consumer and Regulatory Affairs (DCRA) | DC Deputy Mayor's Office of Planning and Economic Development (DMPED) | DC Department of Security, Insurance and Banking (DISB) | The Washington DC Women's Business Center (DCWBC) | The Washington, DC Economic Partnership (WDCEP) | U.S. Export Assistance Center (USEAC) | U.S. Small Business Administration-DC Office (SBA) | Washington Area Community Investment Fund (WACIF) | National Community Reinvestment Coalition (NCRC) | District of Columbia Small Business Development Center Network (DCSBDC) | Ethiopian Community Development Council – Enterprise Development Group | Wells Fargo Bank (WFB) | Ovamba

### Welcoming Remarks

- Mayor's Office on African Affairs, Director, Ngozi Nmezi
- Mayor Vincent C. Gray
- US Department of Commerce, Acting Deputy Secretary Patrick D. Gallagher
- Buwa Binitie, Managing Principal of Dante's Partners

### PART 1

### DOMESTIC BUSINESS: LOCAL & FEDERAL RESOURCES

#### 10:00-10:15 AM Introduction of Agencies

#### 10:15 AM-11:15AM Breakout Sessions (Concurrent Tracks)

#### Track 1: What You Need to Do Business in DC

*Room 1107 | Facilitator Winta Teferi, Program Analyst, OAA*

- Resources and Technical Assistance for Starting a Business (WDCEP)
- Marketing your business, overview of workshops and certifications, and registering your business with DC GOV. (DSLBD)
- Licensing and Regulations Requirements (DCRA)
- Licensing, Compliance, and Records Management (ABRA) Presenters:

#### *Presenters*

*DSLBD:* Patricia Harrison, Business Development Specialist  
 Melissa Resil, Certification Manager

*DCRA:* Contact Representative, DCRA Business Licensing Division

*WDCEP:* Daoour Diawara- manager, Business Development

*ABRA:* Sarah Fashbaugh, Community Resource Advisor  
 Sean Gordy, Licensing Program Manager



SBA: Shuraie Mackin, Economic Development Specialist  
 NCRC: Samira Cook-Gaines, Vice President of Business Development

## **Track 2: Local & Federal Contracting**

Room 1114 | Facilitator Tsedey Aragie, OAA, AmeriCorps VISTA Business Development Specialist

- **Procurement life cycle- Requirements, Acquisition Planning, Solicitation, Review and Evaluation, Contract Award, and Contract Administration. (OCP)**
- **Federal Business Opportunities (SBA- DC Office)**
- **Procurement Technical Assistance Program PTAP (DSLBD)**

### ***Presenters:***

OCP: Sheila Mobley, Deputy Director Procurement  
 Derrick White, Commodity Manager  
 DSLBD: Milton Goodman, PTAP Manager  
 SBA: Ralph Buchannan, Economic Development Specialist  
 NCRC: Candice Miles, Business Development Specialist

## **11:15AM-12:15PM Breakout Session (Concurrent Tracks)**

### **Track 1: Accessing Capital for Startups**

Room 1107 | Facilitator Winta Teferi, OAA, Program Analyst

### ***Presenters:***

DSLBD: Philip Reeves, Manager, Small Business Technology & Innovation  
 SBA: Shuraie Mackin, Economic Development Specialist  
 WACIF: Schuyler Woods, Credit Analyst/ Loan Officer  
 EDG: Kevin Kelly, Managing Director

### **Track 2: Accessing Capital for Existing Businesses**

Room 1114 | Facilitator Ngozi Bell, Region III Advocate, SBA, Office of Advocacy

### ***Presenters:***

DMPED: Michelle Wright, Program Manager  
 Erin Horne McKinney, Tech Sector Manager  
 DISB: IfeanyiChukwu Egbuniwe, Program Manager  
 SBA: Marium Eamen, Lending Relationship Specialist  
 WF: Daniel Aberra, Branch Manager  
 EDG: Eric Loewe, Loan Officer

## **12:15-1:00 PM Networking Lunch**

*Resource Tables:* DC Department of Small Local Business Development (DSLBD) | DC Office of Contracting & Procurement (OCP) | DC Alcohol Beverage Regulatory Agency (ABRA) | DC Department of Consumer and Regulatory Affairs (DCRA) | DC Deputy Mayor's Office of Planning and Economic Development (DMPED) | DC Department of Security, Insurance and Banking (DISB) | The Washington DC Women's Business Center (DCWBC) | The Washington, DC Economic Partnership (WDCEP) | U.S. Export Assistance Center (USEAC) | U.S. Small Business Administration-DC Office (SBA) | Washington Area Community Investment Fund (WACIF) | National Community Reinvestment Coalition (NCRC) | District of Columbia Small Business Development Center Network (DCSBDC) | Ethiopian Community Development Council – Enterprise Development Group | Wells Fargo Bank (WFB) | Ovamba



# FROM DC TO AFRICA

## GROWING LOCAL & GOING GLOBAL

Expanding Your Business Through Local,  
Federal & International Opportunities



### PART 2

### DC-AFRICA INTERNATIONAL BUSINESS OPPORTUNITIES

**1:00-1:45PM**

#### Going Global: Why and How

Room 1107 | Facilitator: Ngozi Nmezi, OAA, Director

- International Grants
- Incentives and Technical Assistance Programs
- Federal Grant Programs

#### Presenters:

DSLBD: Gizachew Andargeh, Export DC Manager  
SBA (Trade Office): Richard Ginsburg, Senior International Trade Specialist

**1:45-2:45PM**

#### Trade and Business Opportunities: Buyers & Demand

Room 1107 | Facilitator: Gizachew Andargeh, DSLBD's Export DC Manager

- Export & Investment Opportunities
- Country-Specific Opportunities

#### Presenters:

USEAC: William Fanjoy, Director  
DOC-ITA: Ludwika Alvarez, International Trade Specialist- Ethiopia

#### Embassies:

The Embassy of the Federal Republic of Nigeria - Vivian Okeke, Economic Minister  
The Embassy of Angola - Ana Costa, Commercial Representative

**2:45-3:00pm**

#### 15 Minute Break

**3:00-4:00pm**

#### Accessing Capital

Room 1107 | Facilitator: Nii Simmonds, Consultant, Agribusiness Financial Inclusion, World Bank Africa Region

- Financing and Investment Initiatives
- Pre-export financing, and credit insurance (Ex-Im Bank)
- Insurance, contracting, and Power Africa grant (OPIC)

#### Presenters:

OPIC: Alison Gatchev, Director of Corporate Development  
SBA Trade Office: William Houck, Regional Manager  
Ex-Im Bank: Benjamin S. Todd, Business Development for Africa  
Ovamba: Viola Llewellyn, Chief Operations Officer

**4:00pm**

#### Closing Remarks & Evaluation